

Message Text

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UNCLAS FRANKFURT 1317

FROM JOSEPH EDER, DIRECTOR, EUROPEAN BRANCH, GAO

LONDON FOR POL;MIL OFFICER AND DEFENSE ATTACHE

E.O. 11652: N/A
TAGS: AGAO
SUBJECT: GAO REVIEW - CODEVELOPMENT AND CORPRODUCTION

REF (A) STATE 29763, (B) LONDON 2631 NOTAL

1. SPECIFIC QUESTIONS GAO WOULD LIKE TO EXPLORE WITH
EUROPEAN OFFICIALS ARE PROVIDED BELOW. THE QUESTIONS
ARE GROUPED INTO FIVE AREAS. THE AMOUNT OF DISCUSSION
IN EACH AREA WILL BE TAILORED TO THE EXPERIENCE OF
INDIVIDUAL GOVERNMENTS AND COMPANIES.

A. COOPERATIVE EXPERIENCES

GAO HAS ASSEMBLED A COMPENDIUM OF INFORMATION ON
MAJOR EUROPEAN COOPERATIVE VENTURES. WE WOULD LIKE
A RECAP OF EACH COMPANY'S MAJOR COOPERATIVE VENTURES
TO VERIFY OUR INFORMATION. SPECIFICALLY, WE
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WOULD WANT TO IDENTIFY THE PROJECT, THE PARTICIPATING
COMPANIES, AND THE TYPE OF COLLABORATION INVOLVED,
FOR EXAMPLE, CODEVELOPMENT, COPRODUCTION, LICENSED
PRODUCTION, CONFUNDING, ETC.

B. FACTORS INFLUENCING THE FORM OF COOPERATIVE ARRANGEMENT

- (1) WHAT ARE THE ADVANTAGES AND DISADVANTAGES OF THE VARIOUS TYPES OF COLLABORATION? WHICH ARE PREFERRED? WHY?
- (2) WHAT FACTORS INFLUENCE THE FORM OF COOPERATIVE VENTURE UNDERTAKEN?
- (3) WHAT INFLUENCES THE SELECTION OF PARTNERS?
- (4) WHAT ROLE DOES THE GOVERNMENT HAVE IN DETERMINING THE FORM OF COOPERATIVE ARRANGEMENT, SELECTING PARTNERS, AND NEGOTIATING AGREEMENTS?

C. PROBLEM AREAS AND LESSONS LEARNED

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- (1) THE FOLLOWING ARE CONSIDERED TO BE MAJOR PROBLEM AREAS IN NEGOTIATING AND CARRYING OUT INTERNATIONAL COOPERATIVE ARRANGEMENTS.
 - (A) SYSTEM REQUIREMENTS AND PROJECT GOALS
 - (B) MANAGEMENT STRUCTURE
 - (C) WORK AND COST SHARING AGREEMENTS
 - (D) CONTRACTOR TO CONTRACTOR AND SUBCONTRACTOR RELATIONSHIPS.
 - (E) TECHNOLOGY TRANSFER
 - (F) THIR COUNTRY SALE AND LICENSING ARRANGEMENTS
 - (G) CURRENT FLUCTUATIONS AND INFLATION
 - (H) TEST, EVALUATION, AND QUALITY CONTROL REQUIREMENTS
 - (I) DIFFERING MANUFACTURING CAPABILITIES
 - (J) GOVERNMENT CONTRACTING, ADMINISTRATIVE AND LEGAL REQUIREMENTS.
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WHAT PROBLEMS HAVE BEEN ENCOUNTERED IN THESE AREAS?
HOW HAVE THEY BEEN SOLVED? WHAT HAVE BEEN THE "LESSONS
LEARNED?" ARE THERE OTHER PROBLEM AREAS?

D. FACTORS PROMOTING EUROPEAN COOPERATION

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- (1) WHAT FACTORS HAVE MOTIVATED INTRA-EUROPEAN COOPERATION IN DEVELOPING AND PRODUCING WEAPON SYSTEMS?
 - (2) HAVE MULTINATIONAL GROUPS (I.E., EEC, EPG) PROVIDED ADDITIONAL MOTIVATION OR ENCOURAGEMENT TO ENTER INTO COOPERATIVE VENTURES? HOW?
 - (3) WHAT ROLE DOES THE GOVERNMENT PLAY IN MOTIVATING COMPANIES TO PARTICIPATE IN COOPERERATIVE VENTURES?
 - (4) ARE COMPANIES ACTIVE IN ENCOURAGING GOVERNMENTS TO SEEK COLLABORATIVE ARRANGEMENTS? HOW IS THIS DONE?
 - (5) IT IS OFTEN SAID THAT THE EUROPEAN "ENVIRONMENT" FACILITATES COOPERATIVE WEAPONS DEVELOPMENT AND PRODUCTION, I.E. CMMON THREAT AND GEOGRAPHICAL SETTING, ECONOMIC AND TECHNICAL PARITIES,

ETC. WE WOULD LIKE TO DISCUSS THESE AND OTHER FACTORS
FACILITATING EUROPEAN COOPERATION.
E. PROSPECTS FOR FUTURE COOPERATION

(1) WHAT WILL BE THE FUTURE TRENDS IN INTRA-
EUROPEAN COOPERATION? WHAT WILL BE THE MOST SIGNIFICANT
FACTORS IMPACTING ON THESE TRENDS?
(2) WHAT ARE THE PROSPECTS FOR FUTURE U.S./
EUROPEAN COOPERATION?
(3) WHAT ARE THE MAJOR IMPEDIMENTS TO SUCCESSFUL
U.S./EUROPEAN COOPERATIVE VENTURES?
(4) HOW CAN THE FACTORS THAT HAVE PROMOTED
INTRA-EUROPEAN COOPERATION BE EXTENDED TO TRANS-
ATLANTIC COOPERATION?
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(5) HOW CAN THE "LESSONS LEARNED" FROM EUROPEAN
EXPERIENCES BE APPLIED TRANSATLANTICALLY?

2. LETTER HAS BEEN SENT TO EACH ADDRESSEE GIVING
DETAILS ON REVIEW AND CLEARANCE INFORMATION. JOAN
MC CABE AND JIM FOWLER OF GAO'S EUROPEAN BRANCH ARE
RESPONSIBLE FOR REVIEW AND CAN BE CONTACTED AT
AMCONSUL FRANKFURT, EXTENSION 326/327.BLAKE

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